

Improving the Success of Business Projects



Don't miss this event...

It will add *business* success to your project!

VENUE:

The Royal Society of Medicine

1 Wimpole Street
London W1G 0AE

DATE:

Wednesday 21st March 2007

8:30am for 9:15pm Seminar
1pm lunch
2pm – 4pm Optional Clinics



IMPROVING THE SUCCESS

Wembley Stadium
Delayed Again

Terminal 5
ahead of time

More problems at the
Child Support Agency

Familiar?

most projects have similar – if less public – problems, and yet some are very successful

- ◆ We thought we could take on this one more change, but what went wrong?
- ◆ Why can't the sponsor put in a good business project manager?
- ◆ Why can't IT manage this project for the business?
- ◆ We had a certified Project Manager; why did the project run into trouble?
- ◆ Is this project really important to the sponsor? He has lost enthusiasm?
- ◆ We communicate to the business but why don't they read what we send?
- ◆ We have a fixed price contract with the third party, so now it should be OK!
- ◆ We don't know where we stand – we need some experienced assistance!
- ◆ We delivered the project as planned; why is the business saying it failed?

Helping people

S OF BUSINESS PROJECTS

What are the problems?

- ◆ Making Business resources available
- ◆ Disproportionate focus on technology versus people
- ◆ Ineffective influence on stakeholders
- ◆ Inadequate management of complexity
- ◆ Inability to deliver the expected business benefits
- ◆ Inability to maintain the enthusiasm and appetite of key business executives
- ◆ Inability to get the right Programme/Project manager



How can this Seminar help?

This **practical seminar** aims to:

- ◆ Share repeatable approaches and judgments to apply to business projects
- ◆ Ensure the right focus for successful business projects
- ◆ **Provide an opportunity to discuss issues with some executives and programme managers who consistently succeed in delivering business changes**



The bottom line is... people make the difference.

Eighty percent of project success comes from the quality of the people; only the remaining twenty percent from process, organisation and tools.

Good people can ensure success; tools alone cannot.

make the difference...



Improving the Success of Business Projects

Seminar Content

Why do projects fail? An IoD View

Jim Norton - Senior Policy Adviser e-business and e-government at the Institute of Directors

CRM at HSBC

Mike Livermore - Head of Global Banking IT, HSBC Bank: led arguably the most effective CRM project in the UK to date

Merger integrations at ScottishPower

David Jones - ex-CIO Scottish Power IT: Charismatic leader who successfully integrated two acquisitions at ScottishPower to deliver planned business value of those acquisitions

Serving up another Wimbledon winner

Roger Blake - Value Plus: ex Technical Director, IBM Global Services and IBM leader at Wimbledon

Recovering Troubled Projects

David Harris - Value Plus: ex IBM Executive Project Manager: responsible for the method used by IBM's project managers worldwide

Summary and Discussion – panel of Speakers and Value Plus Directors: Dilip Thaker, Rick Jones, David Foster:

Value Plus Directors: ex IBM Business Consulting Principals and Executive Consultants who have been Programme Directors of many large business projects and have a strong IT heritage.

Clinics

We further offer an opportunity for a one-company Clinic on your specific projects and issues with the experts on the day. Should you wish to avail yourself of this opportunity (at no additional cost) you need to contact Rick Jones as early as possible as there are limited slots available. They will be allocated on a first come first served basis.

Participants

From the **business** – project owners, project sponsors, project managers

From **IT** – managers trying to get their business colleagues take their roles effectively

Value Plus

Value Plus Consulting and Services Limited has around 70 professionals, most of whom are ex-IBM. We offer Management Consulting, Senior (business and IT) Programme Directors and Technical Architects. Value Plus is unique in our collection of such talented, successful and practising professional leaders with an average 25+ years of experience from blue chip companies like IBM.



Administration

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|-----------------------------|---|
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| Date: | Wednesday 21st March 2007 |
| Registration: | 8:30am for 9:15am start |
| Lunch: | 1pm |
| Main Seminar finish: | 2pm |
| Optional Clinics: | 2pm |
| Enrolments: | £299 plus VAT until 28th February 2007; £350 plus VAT after that date. |

Please send cheques to: Value Plus Consulting and Services Limited, 6 Surrey Crescent, Chiswick, London W4 3AA (Tel: 0208-742-0306)

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